

PROFILE OF HISPANIC-OWNED BUSINESSES

MIAMI-DADE COUNTY, FLORIDA

1997

Research Section
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HIGHLIGHTS

- { Total Hispanic firms in Miami-Dade County increased from 24,898 in 1982 to 120,605 in 1997 (384 percent).
- { Total sales and receipts of these firms increased tenfold since 1982 to about \$26.7 billion.
- { Employment in these firms went up by 604 percent and stood at 128,135 in 1997.
- { Hispanic firms with employees in 1997 comprised 43.8 percent of the Miami-Dade total, had 16 percent of the employment and 13.4 percent of the payroll dollars.
- { There were 94,273 Hispanic firms with no paid employees. Almost three-fourths of these are in four industries, Construction, Transportation and Public Utilities, Retail Trade, and Services.
- { Sales per firm in these businesses are exceedingly low and imply little or no earnings for the owners.
- { Overall, about 76 percent of Hispanic business activity in Florida occurs in Miami-Dade County measured by sales and receipts.
- { In general, Hispanic businesses in Miami-Dade County participate to a far greater extent in the local economy than their counterparts nationwide participate in the national economy.
- { Five metropolitan areas in the U.S. contain 34.9 percent of all the nation's Hispanic firms, and Miami is one of them. These five also claim 38.2 percent of all sales and receipts of Hispanic firms.
- { Only Los Angeles tops Miami-Dade County as a center of Hispanic business activity but ranked by total sales Miami-Dade is first.
- { In terms of average pay, the Miami metro area ranks number four behind San Antonio, Houston, and New York.
- { In Miami-Dade County, Cubans are the predominant Hispanic group with respect to Hispanic businesses; they own 60 percent of the firms and receive 51.2 percent of the sales. However, Hispanic and Latin Americans now own 29.3 percent of the Hispanic firms versus less than 10 percent in 1982.

Introduction

As part of the economic censuses conducted by the U.S. Bureau of the Census, a series of reports on the status of minority-owned businesses has been published. The most recent report on Hispanic-owned businesses has just become available¹. The information contained in this report allows a relatively current description of Hispanic business activity in Miami-Dade County and provides a perspective on how the situation has changed. The following figures summarize the extent of Hispanic business participation in the Miami-Dade County economy for firms with paid employees. They are actual data and percentage shares of Miami-Dade totals for the items listed:²

	<u>1982</u>	<u>1987</u>	<u>1992</u>	<u>1997</u>
Firms	3,009 6.78%	6,528 11.25%	10,537 16.72%	26,332 43.81%
Employees	18,199 2.80%	30,069 4.22%	72,976 9.62%	128,135 16.02%
Payroll	\$201,267 2.02%	\$404,141 2.95%	\$1,290,112 7.36%	\$2,868,996 13.37%

These data indicate that Hispanic business participation has moved up substantially over the years in terms of number of businesses, employees and payroll.

During this same period, Hispanics as a percent of total population in Miami-Dade increased from about 34 to just over 50 percent with an even greater change in share of the labor force. These and other details about Hispanic business enterprises are set forth in the remainder of this study, the fifth in a series³. Comparisons with 1982 data are provided in most of the tabular material.

¹ U.S. Department of Commerce, Economics and Statistics Administration, Bureau of the Census, Survey of Minority-Owned Business Enterprises: EC97CS-4-Hispanic, (Washington, D.C.: U.S. Government Printing Office, February 2001) and EC97CS-1, Company Summary (Washington, D.C. September 2001).

² Except for 1997, these figures are derived by utilizing totals for each of the variables as published in the U.S. Department of Commerce, County Business Patterns. Comparability between that publication and the Minority-Owned Businesses reports is not exact and thus the values should be considered estimates. Further, in the 1987 Hispanic Minority-Owned Business report, the number of firms was substantially overstated so the ratio is incorrect to an unknown extent.

³ Metro-Dade County Planning Department, Research Division. Profile of Hispanic-Owned Business. Dade County, Florida, 1982, 1987, and 1992, December, 1986, September, 1991, and June 1996.

Data Limitations

Prior to 1997, there was no single data source which was completely comparable for total County business activity and activity of Hispanic-owned businesses. Certain key measures of such activity are presented in the Censuses of Business (COB) and special Minority-Owned Business (MOB) surveys. However, census data is not available for all kinds of businesses, dates of all censuses do not coincide with Minority-Owned Business surveys, and several definitional conflicts pervade these data sources. County Business Patterns (CBP) presents a relatively complete business count, but this source is not perfectly comparable to the MOB surveys. CBP is presented on an establishment basis, whereas MOB survey reports on firms which could be parent to more than one establishment. Also, CBP data is confined to establishments with one or more employees, whereas hired employees are not a prerequisite to MOB coverage.

Given these limitations, certain measurements of Miami-Dade's Hispanic-owned business operations vis-a-vis total business operations in the County can be made, but primarily for firms with employees. These comparisons can be made with CBP data given the assumption that a Hispanic-owned firm is equivalent to a Hispanic-owned establishment. That is, it must be assumed that none, or very few Hispanic-owned firms operated more than one establishment. It is unlikely that this assumption results in a significant error since 1997 average employment in Hispanic-owned firms is 5 workers (6 in 1982). Few multi-establishment firms would be expected to exist in such a business population.

Establishments and Firms with Employees

In 1997, a total of 60,109 business firms with employees were operating in Miami-Dade County according to the Company Summary report⁴. The number of Hispanic-owned firms with employees reported in the 1997 MOB survey was 26,332. Thus, almost 44 percent of such local business establishments were Hispanic-owned. This is a significant increase from 6.8 percent in 1982 but it may be inflated to some extent due to underreporting in the earlier years.

⁴ U.S. Department of Commerce, Economics and Statistics Administration, Bureau of the Census, 1997 EC97CS-1, Company Summary (Washington, D.C.: September, 2001)

Table 1 displays these totals as well as data by industry group. Hispanic businesses as a percent of County totals for industry groups in 1997 varies from a high of 63.2 percent in Transportation & Public Utilities to a low of about 30 percent in Agriculture (omitting Industries not Classified). As a share of County totals, all Hispanic industry groups gained.

Hispanic businesses are concentrated in three industry groups; Services, Retail Trade, and Wholesale Trade. These three are also dominant in the total County distribution but Hispanics have slightly greater concentration in Wholesale Trade. The big gainers in share among Hispanic businesses were Wholesale Trade, up more than ten percentage points and Transportation and Public Utilities up more than six percentage points. Construction, Finance, and Insurance and Real Estate (FIRE) also registered small gains in share. Surprisingly, Retail Trade and Services declined considerably in shares while still adding large gains in number of firms.

In terms of employment, shown in Table 2, Hispanic participation in Miami-Dade's business population moved from 2.80 percent in 1982 to 16.02 percent in 1997. This gain was relatively less than that for firms resulting in a decrease in average employees per firm from 6 to 5. Employment in Hispanic firms increased by 600 percent over the fifteen years from 1982 to 1997 (an addition of 109,936). Almost 74 percent of the total was accounted for in three industry groups, Services, Retail Trade, and Wholesale Trade.

The largest gains in share of total County employment by industry registered by Hispanic firms took place in Construction, Agriculture, et al., Wholesale and Retail Trade plus Services. Advances in share occurred in all industry groups. Impressive as these gains are, they must be considered against the fact that by 1997, Miami-Dade County's population was more than 50 percent Hispanic, with an equivalent percentage of the labor force. That is not to say that Hispanics have not increased their participation in Miami-Dade County employment proportionate to their population growth. They have done this, but for the most part it has been accomplished in non-Hispanic-owned firms.

TABLE 1
Establishments and Firms with Employees
Hispanic-Owned Firms Compared to All Businesses
Miami-Dade County, Florida
1982 and 1997

Industry	Total		Hispanic-Owned		Percent-Distribution				Hispanic-Owned as a % of Total	
	Establ.	Firms	1982	1997	Total	Total	Hispanic-Owned	Hispanic-Owned	1982	1997
	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997
Total	44,400	60,109	3,009	26,332	100.00	100.00	100.00	100.00	6.78	43.81
Agric. Serv. et al.	380	611	34	183	0.86	1.02	1.13	0.69	8.95	29.95
Construction	2,770	3,887	230	2,228	6.24	6.47	7.64	8.46	8.30	57.32
Manufacturing	3,019	2,924	159	1,064	6.80	4.86	5.28	4.04	5.27	36.39
Transportation & PU	1,722	3,571	74	2,257	3.88	5.94	2.46	8.57	4.30	63.20
Wholesale Trade	5,174	9,410	191	4,379	11.65	15.65	6.35	16.63	3.69	46.54
Retail Trade	10,664	10,627	719	4,304	24.02	17.68	23.89	16.35	6.74	40.50
Finance, Ins. & RE	4,847	5,773	162	1,755	10.92	9.60	5.38	6.66	3.34	30.40
Services	14,268	23,020	1,358	8,997	32.14	38.30	45.13	34.17	9.52	39.08
Industries not Classified	1,556	572	83	1,170	3.50	0.95	2.76	4.44	5.33	*

* Exceeds 100 percent because data include Hispanic-owned firms exceeding total firms.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority-Owned Business Enterprises: EC97CS-4, MB 82-2, Hispanic. (Washington, D.C., 1986 and 2001), C97CS-1, Company Summary. (Washington, D.C., September 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

TABLE 2
Employees in Establishments and Firms with Employees
Hispanic-Owned Firms Compared to All Businesses
Miami-Dade County, Florida
1982 and 1997

Industry	Total Employees		Employees in Hispanic-Owned		Percent-Distribution				Hispanic-Owned as a % of Total	
	1982	1997	1982	1997	Total 1982	Total 1997	Hispanic-Owned 1982	Hispanic-Owned 1997	1982	1997
Total	649,922	799,959	18,199	128,135	100.00	100.00	100.00	100.00	2.80	16.02
Agric. Serv. et al.	3,982	4,752	76	1,145	0.61	0.59	0.42	0.89	1.91	24.10
Construction	38,117	32,835	918	8,911	5.86	4.10	5.04	6.95	2.41	27.14
Manufacturing	99,189	73,814	5,634	12,294	15.26	9.23	30.96	9.59	5.68	16.66
Transportation & PU	76,185	80,169	493	7,369	11.72	10.02	2.71	5.75	0.65	9.19
Wholesale Trade	53,304	77,440	1,895	26,349	8.20	9.68	10.41	20.56	3.56	34.03
Retail Trade	131,038	167,677	3,613	25,123	20.16	20.96	19.85	19.61	2.76	14.98
Finance, Ins. & RE	59,661	71,607	886	5,592	9.18	8.95	4.87	4.36	1.49	7.81
Services	186,924	291,291	4,644	39,946	28.76	36.41	25.52	31.17	2.48	13.71
Industries not Classified	1,522	374	40	1,407	0.23	0.05	0.22	1.10	2.63	*

* Exceeds 100 percent because data include Hispanic-owned employees exceeding total employees.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority - Owned Business Enterprises: EC97CS-4, MB 82-2, Hispanic. (Washington, D.C., 1986 and 2001). EC97CS-1, Company Summary. (Washington, D.C., September 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

The employment distribution of Hispanic firms in 1997 is very similar to that of all County firms with Services, Wholesale Trade, Retail Trade, and Manufacturing in that order, having the largest shares. The biggest absolute increase in employment occurred in Services, a gain of 35,302. Next in employees added was Wholesale Trade followed by Retail Trade. Manufacturing was an anomaly, gaining modestly in employment but its share dropped by 21 percentage points. Hispanic firms were underrepresented compared to the County in Transportation and Public Utilities, FIRE, and slightly in Retail Trade and over-represented in Wholesale Trade and Construction.

Table 3 replicates the first two tables using annual payroll as the measure. As would be expected, there is a high correlation with employment in terms of absolute amounts and proportions. In 1997, Hispanic businesses' shares of County payroll totals industry by industry are lower than the employment percentages. This could be explained by differing occupational mix, lower wage rates, or both.

Along with growth in firms and employment, the average payroll per employee in Hispanic firms improved relative to the County average. At \$11,059 in 1982, it increased to \$22,390 in 1997 the former being 72 percent of the County average while the latter is over 83 percent.

TABLE 3
Payroll in Establishments and Firms with Employees
Hispanic-Owned Firms Compared to All Businesses
Miami-Dade County, Florida
1982 and 1997

Industry	Total Payroll (\$1,000)		Payroll Hispanic-Owned (\$1,000)		Percent-Distribution				Hispanic-Owned as a % of Total	
					Total		Hispanic-Owned			
	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997
Total	9,978,000	21,465,959	201,267	2,868,996	100.00	100.00	100.00	100.00	2.02	13.37
Agric. Serv. et al.	49,800	94,132	849	17,037	0.50	0.44	0.42	0.59	1.70	18.10
Construction	642,700	891,551	9,694	191,411	6.44	4.15	4.82	6.67	1.51	21.47
Manufacturing	1,399,300	2,028,316	61,342	247,469	14.02	9.45	30.48	8.63	4.38	12.20
Transportation & PU	1,764,300	2,773,200	7,684	155,507	17.68	12.92	3.82	5.42	0.44	5.61
Wholesale Trade	971,700	2,493,489	31,029	669,076	9.74	11.62	15.42	23.32	3.19	26.83
Retail Trade	1,370,600	2,685,383	30,412	362,586	13.74	12.51	15.11	12.64	2.22	13.50
Finance, Ins. & RE	998,100	2,714,011	12,299	152,776	10.00	12.64	6.11	5.33	1.23	5.63
Services	2,756,500	7,775,752	47,236	994,325	27.63	36.22	23.47	34.66	1.71	12.79
Industries not Classified	24,800	10,125	724	78,809	0.25	0.05	0.36	2.75	2.92	-*

* Exceeds 100 percent because data include Hispanic-owned payroll exceeding total payroll.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority - Owned Business Enterprises: EC97CS-4, MB 82-2, Hispanic. (Washington, D.C., 1986 and 2001). EC97CS-1, Company Summary. (Washington, D.C., September 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Detailed Characteristics of Firms with and without Employees for Selected Industries

The observations above comparing MOB survey data with CBP data give the clearest picture of the Hispanic component of Miami-Dade's business community. However, those data compare only business units that have at least one employee. Just over 78 percent of the County's Hispanic-owned businesses are owner-operated with no employees⁵. In 1997 there were 94,273 Hispanic firms with no employees, up from 21,889 in 1982, a 431 percent increase. While these businesses may have no employees in the formal sense, it is quite common to have family members working in the establishment. If, on the average, the individual proprietor had two family members engaged in the businesses, then about 280,000 people were in some sense "employed".

Table 4 shows the data that is available for comparing firms both with and without employees. There are six industries for which this can be done and they comprise just over 77 percent of all Hispanic firms. The majority are in three of the six industries, Transportation & Pub. Utilities, Retail Trade and Services which total 70, 611 out of the 120,605 total Hispanic firms. About 78 percent of these firms had no paid employees, led by Services with more than 81 percent, Transportation & Pub. Utilities at 80 and Retail Trade at 62.3 percent. For these three industries, Services and Retail Trade firms make up just under half of the County totals but Transportation & Pub. Utilities is two-thirds. For firms without employees, the Hispanic percentages compared to the County are all just slightly higher. With respect to employees, the Hispanic firms in these industries have much smaller shares of the County totals, Retail Trade being highest at 15 percent. Average employee per Hispanic firm is much lower than the countywide averages for the respective industries. Wholesale Trade is the exception where the Hispanic average of six is close to the County figure of eight.

Hispanic firms being smaller, they obviously have lower payroll per firm and lower payroll per employee than countywide averages. For the "big three" Services and Retail Trade do best in payroll per firm at about one-third of the County average but this is exceeded by both Wholesale

⁵ This is to be defined as having no paid employees which would not preclude having family members working in the business. This could be significant in the Hispanic community.

Trade and Construction at 57.7 and 37.5 respectively. For payroll per employee Hispanic firms come much closer to the County levels; Services is highest at 93 percent of the County average while Transportation & Public Utilities is lowest at 61 percent. The other four industries range from 73.3 to 90 percent. In line with smaller payrolls due to smaller size, Hispanic firms make up relatively small shares of total receipts for each of the six industries. The two highest are Wholesale Trade at almost 31 percent and Construction at near 27 percent. The picture is much the same for receipts of firms with employees. With respect to receipts per firm, Hispanic businesses show up somewhat better. For total Hispanic firms, Wholesale Trade is nearly two-thirds the County average; Construction is almost 40 percent and Services is about 35 percent. Considering only firms with employees, these percentages on the whole inch up a bit. However, examination of the figures for receipts per employee reveals that Hispanic firms are much more on a par with county measures. In fact, for Service firms Hispanics are 109.5 percent of the County level, Construction is almost 94 percent and Wholesale Trade is 90.2 percent. This performance notwithstanding, it is the comparison of Hispanic firms in these industries with the County in terms of receipts per dollar of payroll that shows where the former excels. In Construction, Transportation & Public Utilities, Wholesale Trade and Services, Hispanic firms substantially exceed the County averages. In Manufacturing and Retail Trade the Hispanic measure is 96 percent of the County figure.

TABLE 4
 Characteristics of Hispanic - Owned Firms and Comparison with All Firms
 Selected Industries
 Miami-Dade County, Florida 1997

Item Hispanic Firms	Construction	% * of Co.	Manufacturing	% of Co.	Transport. & Pub.Util.	% of Co.	Wholesale Trade	% of Co.	Retail Trade	% of Co.	Services	% of Co.
Totals	12,882	68.9	2,404	43.2	11,062	67.4	7,279	46.7	11,427	47.1	48,122	48.6
Firms Without Employees	10,654	71.9	1,340	50.9	8,805	68.5	2,900	47.0	7,123	52.2	39,125	51.5
Firms With Employees	2,228	57.3	1,064	36.4	2,257	63.2	4,379	46.5	4,304	40.5	8,997	39.1
Number of Employees	8,911	27.1	12,294	16.7	7,369	9.2	26,349	34.0	25,123	15.0	39,946	13.7
Employment Per Firm	4	47.3	12	45.8	3	14.5	6	73.1	6	37.0	4	35.1
Annual Payroll*	191,411	21.5	247,469	12.2	155,507	5.6	669,076	26.8	362,586	13.5	994,325	12.8
Payroll Per Firm \$	85,912	37.5	232,584	33.5	68,900	8.9	152,792	57.7	84,244	33.3	110,517	32.7
Payroll Per Employee \$	21,480	79.1	20,129	73.3	21,103	61.0	25,393	78.9	14,432	90.1	24,892	93.2
Total Receipts*	1,568,804	26.9	1,219,549	12.1	1,062,670	7.2	14,053,709	30.9	3,042,322	13.7	3,838,507	16.9
Receipts of Firms Without Employees*	198,405	43.4	50,915	38.5	143,153	36.3	D		220,663	45.6	729,441	37.5
Receipts of Firms With Employees*	1,370,399	25.5	1,168,634	11.7	919,517	6.4	13,786,231	30.7	2,821,659	12.9	3,109,066	15.0
Receipts Per Firm for Total Firms \$	121,783	39.0	507,300	27.9	96,065	10.7	1,930,720	66.1	266,240	29.0	79,766	34.9
Receipts Per Firm With Employees \$	615,080	44.4	1,098,340	32.2	407,407	10.2	3,148,260	66.0	655,590	32.0	345,567	38.4
Receipts Per Employee \$	153,787	93.8	95,057	70.3	124,782	70.0	523,216	90.2	112,314	86.4	77,832	109.5
Receipts Per Dollar of Payroll	7,159	118.6	4,722	96.0	5,913	114.8	20,605	114.4	7,782	95.9	3,127	117.4

* In Thousands of Dollars

D = Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

* * Note: The figures represent percentages calculated from the ratio of the values of each corresponding item for Miami-Dade County's Hispanic-owned firms and all Miami-Dade's firms in the industry.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001), EC97CS-1, Company Summary. (Washington, D.C., September 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

There is a large disparity between firms with and without employees in terms of receipts. Near the bottom of Table 4 are shown the receipts per firm for firms with employees. The same variable for firms without employees (not shown) is only a fraction of these values. Industry by industry they are as follows: Construction 3 percent, Manufacturing 3.5 percent, Transportation and Public Utilities 4 percent, Wholesale Trade 2.9 percent, Retail Trade 4.7 percent, Services 5.4 percent. These are very low returns. The lowest is \$16,258 in Transportation and Public Utilities with Construction at \$18,623 and Services at \$18,644. County averages are \$30,879, \$50,213, and \$30,694 respectively. Thus, it can be concluded that the per capita earnings in these Hispanic firms without employees is very low. However, these small firms are the incubators for those which ultimately survive and expand.

It is interesting to compare the status of Retail Trade and Services as found in 1992 (data not shown) versus 1997.⁶ Of course, Hispanic ownership of firms in both of these industries increased so the County shares went up. This rapid growth of firms resulted in reductions in the average size, but the percent of firms with employees went up. The share of annual payroll went up, but payroll per firm declined relative to the County average. The receipts of firms without employees increased vis-à-vis the County, but receipts per firm with employees went down. The relative measures for receipts per employee and receipts per dollar of payroll went up for Services, but down for Retail Trade. The change in all these measures is reflective of the very large growth in the number of firms.

Geographic Comparisons

Approximately 48 percent of the Hispanic population in Florida lives in Miami-Dade County according to the 2000 Census. Table 5 shows Miami-Dade County Hispanic businesses as a percent of Florida Hispanic businesses. In 1982 with very few exceptions the percentage shares for all measures in the various industries exceeded Miami-Dade's Hispanic population share which was then 68 percent. By 1997, even though the population share had dropped there were

⁶ Data for Construction, Manufacturing, Transportation and Public Utilities and Wholesale Trade were not available in 1992.

many more instances in which the business indicator shares fell below the population share. This was true for Agricultural Services, et. al., and Construction. In fact, Manufacturing, Transportation and Public Utilities, Wholesale Trade, Finance, Insurance and Real Estate, and Services are still disproportionately represented in Miami-Dade County. Apparently, many Hispanic entrepreneurs have been attracted to other locations in Florida. Overall of course, Miami-Dade in 1997 still retained the lion's share of Hispanic business activity.

Table 6 compares the participation of Miami-Dade's Hispanic businesses in the local economy with their counterparts throughout the United States vis-a-vis the national economy. These data are important as they reveal how the Hispanic business sector here has performed compared to Hispanic businesses throughout the nation. Any number above one means Hispanic businesses in Miami-Dade comprise a larger share of the Miami-Dade totals than do Hispanic businesses nationally with respect to national totals.

The first thing noticeable about the table is that all entries are above one, many being exceedingly high. Clearly, Hispanic businesses are relatively more significant in the Miami-Dade economy than their counterparts are nationally. Moreover, between 1982 and 1997 the ratios for total firms and employees increased. For individual industry groups however, the picture is mixed. Construction, Transportation and Public Utilities, Retail Trade, Services, and Industries not classified experienced increases in the ratios for total firms, employees, and payroll. Agricultural Services et al. gained in two out of the three measures. On the contrary, Manufacturing, Wholesale Trade, and FIRE experienced declines in the ratios for all three measures.

TABLE 5
Comparison of Hispanic-Owned Business Participation
Miami-Dade County and State of Florida
1982 and 1997 (Percent)

Industry	All Firms				Firms with Paid Employees							
	Firms		Sales and Receipts		Firms		Employees		Annual Payroll		Sales and Receipts	
	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997
Total	74.29	62.20	81.10	75.61	67.29	64.42	72.03	66.47	76.21	62.49	83.74	77.50
Agric. Serv. et al.	57.19	29.10	40.45	40.14	43.59	24.02	19.90	39.07	35.58	37.86	44.32	40.95
Construction	79.16	61.65	70.99	53.73	66.28	50.65	62.36	48.70	60.51	40.28	65.96	53.63
Manufacturing	76.11	67.00	92.41	78.26	80.71	70.93	89.83	81.76	89.24	79.37	92.75	78.72
Transportation & PU	73.14	66.01	74.47	69.34	64.91	78.75	73.04	65.74	76.79	73.14	83.59	72.78
Wholesale Trade	80.75	76.48	96.07	91.86	86.04	80.67	89.09	85.58	90.90	85.56	96.89	92.02
Retail Trade	69.07	57.96	70.17	67.45	65.96	62.90	62.80	68.11	70.42	69.41	71.20	68.73
Finance, Ins. & RE	73.70	68.30	79.77	86.87	82.65	80.14	88.42	86.99	87.82	90.22	79.79	94.41
Services	75.22	59.40	71.89	54.42	65.29	57.16	62.33	57.25	64.01	49.86	67.63	54.44
Industries not Classified	77.28	69.59	63.96	76.71	56.08	100.00	30.30	100.00	39.35	100.00	56.64	100.00

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority-Owned Business Enterprises: EC97CS-4, MB 82-2, Hispanic. (Washington, D.C., 1986 and 2001), C97CS-1, Company Summary. (Washington, D.C., September 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

TABLE 6
Comparison of Hispanic-Owned Business Participation
Miami-Dade County and United States
1982 and 1997
Ratio of Shares *

Industry	Firms with Paid Employees					
	Firms		Employees		Annual Payroll	
	1982	1997	1982	1997	1982	1997
Total	8.91	10.95	10.97	11.92	13.81	13.16
Agric. Serv. et al.	10.88	6.49	8.33	10.73	1.39	14.89
Construction	7.33	12.29	4.47	9.13	2.49	8.98
Manufacturing	12.72	11.95	39.08	18.40	44.12	18.38
Transportation & PU	6.23	10.86	5.49	6.79	6.55	7.32
Wholesale Trade	17.74	13.70	49.35	24.82	33.37	28.40
Retail Trade	7.41	9.12	6.45	10.28	7.28	11.27
Finance, Ins. & RE	16.76	13.75	17.73	16.68	21.70	18.65
Services	10.53	10.91	8.92	10.31	7.76	10.55
Industries not Classified	5.49	7.97	1.02	4.60	1.74	11.88

* NOTE: The numbers shown in the table are ratios of the shares that Hispanic businesses have of the respective totals, i.e. Miami-Dade County and the nation. For example, in 1997 Miami-Dade Hispanic firms comprised 43.81 percent of all Miami-Dade firms while the comparable national figure was 4.00 percent. The former divided by the latter yields the ratio 10.95 as displayed in the table.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority - Owned Business Enterprises: EC97CS-4, MB 82-2 Hispanic. (Washington, D.C., 1986 and 2001). EC97CS-1, Company Summary. (Washington, D.C., September 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Another indication of the importance of Miami-Dade's Hispanic business sector is displayed in Table 7. The numbers shown there are simple percentages of national totals attributable to Miami-Dade's Hispanic businesses. For all non-farm employer businesses, Miami-Dade has only about 1.0 percent of the national total. Miami-Dade's share of Hispanic businesses is much higher and for all other measures, the Miami-Dade percentages are substantial. This is particularly true in Manufacturing, Transportation and Public Utilities, Wholesale Trade, FIRE, Services, and Industries not Classified.

For the totals, Miami-Dade's shares were stable between 1982 and 1997 for Firms and Sales and Receipts of Firms with employees. For the other measures the shares were all up slightly. As in Table 6, the results for individual industry groups are not consistent, showing both gains and losses. Once again, Retail Trade is the best performer, along with unclassified industries.

TABLE 7
Comparison of Hispanic-Owned Business Participation
Miami-Dade County as a Percent of United States
1982 and 1997

Industry	All Firms				Firms with Paid Employees							
	Firms 1982	Firms 1997	Sales and Receipts 1982	Sales and Receipts 1997	Firms 1982	Firms 1997	Employees 1982	Employees 1997	Annual Payroll 1982	Annual Payroll 1997	Sales and Receipts 1982	Sales and Receipts 1997
Total	10.03	10.05	14.95	15.45	7.54	12.43	9.60	9.23	11.50	9.62	16.71	15.45
Agric. Serv. et al.	7.28	3.33	4.65	4.60	4.50	2.93	2.49	3.88	3.58	3.31	3.72	4.60
Construction	9.40	8.44	7.52	7.16	4.49	7.08	4.32	5.28	4.42	4.54	5.67	7.16
Manufacturing	7.88	9.41	23.63	4.22	10.44	10.46	19.84	7.16	18.09	5.44	24.38	4.22
Transportation & PU	11.25	13.08	11.41	16.40	5.41	17.72	9.04	9.25	11.12	9.80	12.78	16.40
Wholesale Trade	23.74	23.12	40.71	35.58	20.60	31.00	28.43	27.95	31.49	28.01	42.13	35.58
Retail Trade	6.27	7.37	8.53	9.87	5.43	8.84	5.53	7.74	7.08	9.32	9.24	9.87
Finance, Ins. & RE	15.24	14.58	18.39	20.89	17.25	17.65	19.41	16.08	22.55	16.10	19.26	20.89
Services	11.48	9.62	11.83	10.22	9.30	12.70	8.96	8.61	9.86	8.80	10.31	10.22
Industries not Classified	10.19	11.70	8.07	13.47	5.99	14.79	1.47	6.54	2.49	18.21	5.57	13.47

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 and 1982 Survey of Minority - Owned Business Enterprises: EC97CS-4, MB 82-2 Hispanic. (Washington, D.C., 1986 and 2001).

U.S. Department of Commerce, Bureau of the Census, 1982 County Business Patterns, Florida CBP-82-11 (Washington, D.C., U.S. Government Printing Office, October 1984).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

A final geographic comparison which is of interest shows Miami-Dade's standing among the other metro areas with large Hispanic business populations. Table 8 lists the ten largest Metropolitan Areas with Hispanic-owned firms. Together, they contain almost half (46.3 percent) of all Hispanic firms nationally. The Miami Primary Metropolitan Statistical Area (PMSA) (Miami-Dade County) ranks second to the Los Angeles - Long Beach in number of firms, but surpasses it in total receipts. The Miami PMSA far outstrips New York for both measures.

TABLE 8
Comparison of Hispanic-Owned Firms in 10 Largest Metropolitan Areas With Hispanic-Owned Firms in State:
1997

Metropolitan Area	Firms (number)	Receipts (\$1,000)	State	Firms (number)	Receipts (\$1,000)	Percent MA to State	
						Firms	Receipts
Los Angeles-Long Beach, CA PMSA	136,678	16,246	California	336,405	51,682	41	31
Miami, FL PMSA	120,605	26,730	Florida	193,902	35,351	62	76
New York, NY PMSA	84,880	8,054	New York	104,189	10,311	81	78
Houston, TX PMSA	41,769	12,415	Texas	240,396	39,482	17	31
San Antonio, TX MSA	34,834	7,697	Texas	240,396	39,482	14	19
Riverside-San Bernardino, CA PMSA	32,198	5,405	California	336,405	51,682	10	10
San Diego, CA MSA	28,087	5,217	California	336,405	51,682	8	10
Chicago, IL PMSA	27,482	4,554	Illinois	31,010	4,815	89	95
Dallas, TX PMSA	24,573	2,753	Texas	240,396	39,482	10	7
Orange County, CA PMSA	24,184	8,663	California	336,405	51,682	7	17

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Likewise, Miami-Dade is among the leaders in the percent that the PMSA is to the respective states. Overall, the ranking does not differ much from 1982 with respect to the top five. Chicago leads the way in that regard followed by New York and Miami.

A more refined analysis focuses only on the top five which together claim 34.9 percent of all Hispanic firms in the United States. Table 9 compares the four other PMSAs with Miami as a base of 100. Only Los Angeles exceeds the Miami area in two of the six indicators. Significantly, although Los Angeles leads Miami in both categories of firms, it trails this area in sales and receipts. The other three PMSAs fall well below Miami for all measures. Further, all other areas for the most part declined relative to Miami-Dade from 1982 to 1997.

TABLE 9
Comparison of Hispanic-Owned Businesses
Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1982 and 1997

PMSA	All Firms		Firms with Employees									
	Firms		Sales and Receipts		Firms		Sales and Receipts		Employees		Annual Payroll	
	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997	1982	1997
Miami	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Los Angeles - Long Beach	120.4	113.3	79.8	60.8	147.4	63.6	65.4	53.6	139.1	104.6	113.8	92.9
New York	49.4	70.4	39.4	30.1	55.2	41.6	33.6	26.3	39.8	35.0	46.3	44.0
Houston	37.3	34.6	19.7	46.4	39.6	24.3	14.7	45.2	30.4	41.1	26.7	42.4
San Antonio	41.5	28.9	24.4	28.8	61.0	29.1	21.6	28.1	43.3	42.5	29.7	59.8

* Miami PMSA = 100; other areas are shown relative to that.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 AND 1982 Survey of Minority - Owned Business Enterprises: EC97CS-4, MB 82-2 Hispanic. (Washington, D.C., 1986 and 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Table 10 reveals the industrial distribution in 1997 for all five areas in terms of employment. Los Angeles tops Miami and these two far outdistance the other three. The main basis for Los Angeles area's lead over Miami is larger employment in Manufacturing. Ranked by total firms and firms with employees, the same five areas are preeminent (Table 11). Los Angeles is number one with Miami/Dade second by some 16,073 total firms, the majority of this difference being accounted for in Retail Trade and Services. Miami leads in Construction, Transportation and Public Utilities, Wholesale Trade, and FIRE. The gap is actually reversed between the two in number of firms with employees, where Miami-Dade is 57.1 percent higher than Los Angeles' total. New York is third in total firms and firms with employees. San Antonio is fifth in total firms but has a slightly higher ratio of firms with employees to total firms than the other four.

Certainly as measured by number of firms, Miami-Dade acquits itself very well. Los Angeles is almost four and a half times as large in population but has only 13.3 percent more firms and New York is similar in size to LA but has fewer firms than Miami. However, it is in terms of sales and receipts that this area really shines. Table 12 sets forth the latest figures for the Miami PMSA and the other top four areas.

In total sales and receipts, the Miami PMSA leads all others. The source of its lead over Los Angeles is Wholesale Trade and Retail Trade although Miami also tops LA in Construction. Miami-Dade surpasses New York across-the-board. The other areas lag far behind the leaders. Considering the disparity in size between these areas this is a remarkable achievement.

TABLE 10
Employment in Hispanic Firms with Employees
Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1997

PMSA	All Industries	Agricultural Services et.al	Construction	Manufacturing	Transportation & Pub.Ut.	Wholesale Trade	Retail Trade	FIRE	Services	Industries not Classified
Los Angeles - Long Beach	134,048	1,750m *	9,146	35,070	21,459	10,074	15,690	3,750m	38,351	10m
Miami	128,135	1,145	8,911	12,294	7,369	26,349	25,123	5,592	39,946	1,407
New York	44,838	175m	4,102	5,529	4,415	3,750m	10,106	2,179	15,230	750m
Houston	52,707	1,613	5,519	7,495	3,207	4,033	16,471	3750m	14,015	60m
San Antonio	54,404	48	6,498	2,650	2,149	2,341	19,021	361	21,336	- * *

* m=midpoint estimate

* * Represents zero

Source: U.S. Department of Commerce, Economics and Statistics Administration, U,S, Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

TABLE 11
All Hispanic - Owned Firms and Firms with Employees
Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1997

PMSA	All Industries	Agricultural Services et.al	Construction	Manufacturing	Transportation & Pub.Ut.	Wholesale Trade	Retail Trade	FIRE	Services	Industries not Classified
<u>All Firms</u>										
Los Angeles - Long Beach	136,678	7,102	12,157	3,807	8,886	2,831	16,654	5,560	64,262	15,432
Miami	120,605	1,398	12,882	2,404	11,062	7,279	11,427	8,255	48,122	17,783
New York	84,880	499	5,397	1,527	11,720	1,785	11,971	2,993	33,397	15,596
Houston	41,769	1,486	8,601	930	3,669	1,022	4,234	1,496	15,118	5,249
San Antonio	34,834	371	10,285	537	3,033	714	5,477	1,094	11,292	2,033
<u>Firms with Employees</u>										
Miami	26,332	183	2,228	1,064	2,257	4,379	4,304	1,755	8,997	1,170
Los Angeles - Long Beach	16,757	222	2,139	1,761	1,309	1,236	2,912	643	6,546	1
New York	10,964	116	905	509	880	593	3,459	681	3,159	666
Houston	6,398	384	1,141	448	522	516	1,062	186	2,104	70
San Antonio	7,670	46	1,377	213	646	382	1,991	108	2,906	- *

* Represents zero

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Miami's lead in total sales/receipts is not repeated in sales per firm which is displayed in Table 13. There it can be noted that Miami-Dade is second to Houston which also leads in Manufacturing, Transportation and Public Utilities, Wholesale Trade, Retail Trade and Services. Miami leads Los Angeles in all industry groups except Manufacturing and Transportation and Public Utilities. However, for some industries other metro areas also exceed Miami. Most notably are New York in Construction, Transportation and Public Utilities, FIRE, and Services and Antonio in FIRE. Another useful comparison between Miami-Dade County and the other leading Hispanic business centers is to show some variables on a per employee basis. Table 14 does this. Once again, the Miami-Dade County area looks very good in general, relative to the other four areas. In Sales per Employee overall Miami is second behind Houston with New York in third place. For individual industry groups, Miami is highest only in Transportation and Public Utilities. Rankings of the five areas by industry are quite variable. The same is true for the rankings of Payroll per Employee. Miami-Dade is fourth for all industries combined, a position it also holds for Services. It is second in Retail Trade and is in third place for Transportation and Public Utilities. The lowest rank is fourth in Construction and Manufacturing. In general, the other areas improved their rankings relative to the Miami area since 1992 (data not shown).

TABLE 12
Sales and Receipts
All Hispanic - Owned Firms
Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1997
(\$1,000)

PMSA	All Industries	Agricultural Services et.al	Construction	Manufacturing	Transportation & Pub.Ut.	Wholesale Trade	Retail Trade	FIRE	Services	Industries not Classified
Miami	26,730,034	117,977	1,568,804	1,219,549	1,062,670	14,053,709	3,042,322	1,296,631	3,838,507	529,866
Los Angeles - Long Beach	16,345,931	D	1,100,323	4,964,071	1,043,044	2,509,747	2,362,194	615,983	3,191,213	D
Houston	12,415,381	67,481	762,522	777,846	513,856	6,210,558	2,285,776	82,174	1,362,419	352,748
New York	8,053,667	D	931,492	400,305	649,677	1,197,963	1,665,603	649,393	1,999,389	D
San Antonio	7,696,927	4,735	752,454	218,351	361,399	1,151,515	924,899	101,554	4,134,586	47,433

D = Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

TABLE 13
Sales and Receipts per Firm
Firms with Employees
Hispanic - Owned Firms in Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1997

PMSA	All Industries	Agricultural Services et.al	Construction	Manufacturing	Transportation & Pub.Ut.	Wholesale Trade	Retail Trade	FIRE	Services	Industries not Classified
Houston	1,732,981	145,958	531,826	1,701,576	677,031	11,898,618	2,042,986	D	436,361	D
Miami	931,040	422,027	615,080	1,098,340	407,407	3,148,260	655,636	562,840	345,567	235,578
San Antonio	899,735	36,522	424,312	970,164	270,528	2,859,424	406,122	675,398	1,362,618	- *
Los Angeles - Long Beach	784,902	D	413,505	2,687,099	471,919	1,953,590	640,754	D	328,097	D
New York	587,819	D	950,688	739,939	450,955	D	392,759	767,289	496,522	D

D = Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

* Represents zero

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

TABLE 14
Receipts and Payroll Per Employee
Firms in Miami PMSA and Other PMSA's
Leading in Hispanic Businesses
1997

PMSA	All Industries	Agricultural Services et.al	Construction	Manufacturing	Transportation & Pub.Ut.	Wholesale Trade	Retail Trade	FIRE	Services	Industries not Classified
<u>Sales and Receipts per Employee</u>										
Houston	210,363	34,748	109,950	101,709	110,200	1,522,362	131,726	D	65,509	D
Miami	191,331	67,451	153,787	95,057	124,782	523,216	112,314	176,643	77,832	195,896
New York	143,736	D	209,745	68,119	89,884	D	134,430	239,800	102,988	D
San Antonio	126,847	35,000	89,917	77,979	81,322	466,595	42,510	202,058	185,591	- *
Los Angeles - Long Beach	98,119	D	96,708	134,930	28,787	239,690	118,921	D	56,002	D
<u>Payroll per Employee</u>										
San Antonio	31,510	4,917	20,145	18,489	15,443	22,786	10,261	43,033	57,973	- *
New York	28,156	D	33,662	20,201	22,483	D	16,557	64,015	32,428	D
Houston	23,080	12,688	21,640	24,879	27,181	47,293	14,311	D	25,949	D
Miami	22,390	14,879	21,480	20,129	21,103	25,393	14,432	27,320	24,892	56,012
Los Angeles - Long Beach	20,035	D	23,536	21,857	16,323	23,099	13,419	D	20,993	D

D = Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

* Represents zero

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Business by Hispanic Ethnic Group

In minority-specific terms, Miami-Dade's Hispanic-owned firms are, of course, concentrated among those of Cuban origin. A total of 60 percent of Hispanic-owned firms are Cuban-owned. For firms with employment, that concentration of ownership rises to 61.3 percent. These firms command 51.2 percent of the sales of all Hispanic-owned firms and 50.2 percent of the sales of firms with employment. These figures are found in Table 15, and they point out the entrepreneurial propensity of the Cuban people.

TABLE 15
Origin of Owners of Hispanic-Owned Businesses
Miami-Dade County, Florida
1997

	<u>All Firms</u>		Firms	<u>Firms with employees</u>		
	Firms	Sales (\$1,000)		Sales (\$1,000)	Employees	Payroll (\$1,000)
Totals	120,605	26,730,034	26,332	24,516,150	128,135	2,868,996
Cuban	72,369	13,689,755	16,138	12,308,967	85,725	1,857,153
Mexican	2,731	214,202	453	194,355	1,607	20,375
Puerto Rican	3,450	665,015	764	619,896	3,618	77,197
Spaniard	2,468	1,023,591	943	988,363	5,006	99,617
Hispanic Latin American	35,389	8,805,288	6,707	8,156,988	25,777	663,166
Other Spanish/Hispanic/Latino	4,197	2,332,183	1,327	2,247,581	6,402	151,489
<u>Percentage Distribution</u>						
Totals	100.0	100.0	100.0	100.0	100.0	100.0
Cuban	60.0	51.2	61.3	50.2	66.9	64.7
Mexican	2.3	0.8	1.7	0.8	1.3	0.7
Puerto Rican	2.9	2.5	2.9	2.5	2.8	2.7
Spaniard	2.0	3.8	3.6	4.0	3.9	3.5
Hispanic Latin American	29.3	32.9	25.5	33.3	20.1	23.1
Other Spanish/Hispanic/Latino	3.5	8.7	5.0	9.2	5.0	5.3

Source: U.S. Department of Commerce, Economics and Statistics Administration, U.S. Census Bureau, 1997 Survey of Minority - Owned Business Enterprises: EC97CS-4, Hispanic. (Washington, D.C., February 2001).

Compiled by Miami-Dade County, Department of Planning and Zoning, Research Section, May 2002.

Despite this dominance of Hispanic business activity by Cuban-owned firms, it is worth noting that their share has fallen considerably from 1982 levels in terms of total firms (data not shown). They had 83.5 percent of total Hispanic firms in that year and 87.8 percent of firms with employees. The major gainer in number of firms was Hispanic Latin American enterprises which had less than 10 percent of all firms in 1982 but about 29.3 percent fifteen years later. The increase in share of Total Sales and Receipts was even more substantial moving from 3 percent to more than 32.9 percent.

Nationwide, the concentration of Hispanic-owned firms and related measures is found among Mexican Americans (data not shown). However, the concentration of America's Hispanic-owned businesses among the Mexican Americans is not nearly so pronounced as Miami-Dade's Cuban concentration. Nevertheless, 39.3 percent of the country's Hispanic-owned firms are in Mexican origin ownership. These firms account for almost 39.6 percent of this nation's sales among Hispanic-owned firms. Again, the concentration rises when only firms with employees are examined. There Hispanic-owned firms find Mexican origin ownership accounting for 42.8 percent of the firms, 50.1 percent of the employees, 43.6 percent of the payroll, and 39.2 percent of the country's sales. All of these figures are considerably below the 1982 values, as other Hispanic origin groups have gained shares (1982 data not shown). Nationwide, Cuban-owned business accounted for only about 10.4 percent of total Hispanic firms, a bit lower than in 1982. Since 1982, their share of sales among Hispanic firms nationwide, changed slightly from 14.4 to 14.2 percent.

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